

THE NEWS OF NORFOLK ON PAGES 2, 3, 5 & 6.

LOST.

LOST SIX PAIRS OF GLOVES. Found in one package. Finder will please return them to COMPERE & SON, 125 Chesapeake street and obtain reward. Jals-31

LOST A PAIR OF BLUE ENAMEL-ED JEWELRY, engraved G. 1899, Wednesday 1 o'clock on Clay or Claiborne avenues. Reward if returned to 211 Richmond street or Bank and Commerce. Jals-31

WANTED.

WANTED—EXPERIENCED CLOTHING and furnishing salesman for our new clothing department. Apply to 325 Adams street for address. Communicate to us. HOFFMEIER BROS. CO. Jals-11

WILL TRADE \$300.00 FIRST CLASS mining stock for good farming land in Virginia or Carolina. Send full description. Address "STOCK," Virginia-Pilot office. Jals-11

WASHING WANTED BY A COLOR-ED woman. Apply or address 156 Princess Anne avenue, city. Jals-11

WANTED—AN ENERGETIC, RELIABLE party to act as salesman for a fine line of imported goods. Must be good operator on universal keyboard. Address "TYPEWRITER," Virginia-Pilot office. Jals-11

WANTED—FOUR ROOMS WEST OF CHURCH street, by family of grown persons. Address "REX," this office. Jals-11

WANTED—A YOUNG WHITE MAN who knows something about machinery and electrical work. Apply to TIG BROTHER CO., 25 to 30 Campbell's street. Jals-11

WANTED—A REFINED WHITE girl to do light house work for family of three. Good wages. Apply. Mrs. NEWBERRY, South Norfolk. Berkeley, Va. Jals-11

WANTED—FINANCIAL BACKING. Credit or cash in a very profitable manufacturing business. Complete machinery, quick sales. Address M. S. this office. Jals-11

A GENTLEMAN OUT OF CITY A good deal would like to rent a small, neatly furnished room. Address, stating location and price, ROOM, care Virginia-Pilot. Jals-11

WANTED—SUPERINTENDENT FOR cotton yarn mill. J. J. McNALLY, Munger, Norfolk, Va. Jals-11

WANTED—PEOPLE TO KNOW that we have the best line mackerel in the city. VIRGINIA GROCERY CO. Jals-11

WINDOW DRESSER—YOUNG MAN with good ideas for window dressing seeks engagement with reliable house; good salary and clothing provided. Address "BOBBY," care Virginia-Pilot. Jals-11

WANTED—TO SELL BEST BALTIMORE lard, etc.; best pork, etc.; Irish goods, etc. peck. VIRGINIA GROCERY CO. Jals-11

WANTED—BY MARCH 1st, A POSITION requiring some of all out door work, by competent and reliable young business man; well acquainted in city; age 22; writes good hand; skillful and experienced in bookkeeping and type-writing; highest references; immediate personal interview desired. Address "T. H.," care Virginia-Pilot. Jals-11

WANTED—SEWING MACHINES TO repair; any make. New machines, 20 and up. J. W. BEASLEY, 1675 Chambers street, city. Jals-11

GENTS WANTED.

AGENTS—WE STARTS MAIL ORDER business at home on city and country. No need of stock. Address: RAPID MFG. CO., Chicago. Jals-11

AGENTS—TO SELL A DAY TO INTRO-duce the greatest discovery of economical lighting; light fully equal to incandescent; no heat, no noise, no cost. Postals answered. \$1.50 outfit free. ROYAL SAFETY WICK CO., Dept. C, V. Chicago. Jals-11

WANTED—WORKMEN AND COL-lectors to work in the city and country. Apply to SINGER MANUFACTURING CO., 200 Church street, Norfolk, Va. Jals-11

WANTED—A MAN OR WOMAN in every county for general manager-ship; others to travel and appoint agents. Salary \$50 per month and expenses. Also local workers guaranteed \$100 per day. CENTURY, 343 Market street, Philadelphia. Jals-11

ONE MONTH AND EXPENSES: \$50 permanent position to enterprising and competent women; experience unnecessary. CLARK & CO., 24 S. Fourth street, Philadelphia. Jals-11

AGENTS WANTED FOR THE ONLY genuine and authorized life of D. D. Moody; written by his son and Ira D. Sankey; this is the book the people want; don't waste your money; only one left; will be sold; outfit free; agents make \$10 to \$20 daily; big profit; credit; freight paid; write quick before territory is gone. Address: H. H. HOLMES, 15 S. Second street, Philadelphia. Jals-11

WANTED—OIL AGENTS. RELI-able, energetic men to sell our high grade Lubricating Oils and Greases on commission. Apply to us. We will give you a side line, locally or traveling. THE CLEVELAND REFINING CO., Cleveland, Ohio. Jals-11

\$75 MONTHLY SALARY: EX-perience, ideal employment, men and women appointing agents. Local agents act as employers, making work dignified and agreeable. MANAGER, DR. J. D. NEW HAVEN, Conn. Jals-11

AGENTS—MOST COMPLETE LINE Bath Cabinets. One agent sold one thousand in four months. THE IRWIN CO., 112 Chambers street, New York. Jals-11

AGENTS WANTED—10,000 AGENTS wanted at once to sell Life and Accident Insurance. Write to D. Sankey, Lib-eral terms, freight paid, credit given. Outfit free. Write to-day. P. W. ZIEGLER & CO., 25 Locust St., Philadelphia. Jals-11

WANTED—BOARDERS. LARGE and NICELY FURNISHED front and rear rooms just vacated; suitable for married couple, or two gentlemen; good table board; bath; gas and conveniences. 122 Freeman street. Jals-11

DESIRABLE ROOMS FOR RENT with good board; every home com-fort; special rates to young men; private family. Apply 137 Duke street. Mrs. W. A. MCKICK. Jals-11

BOARD—ONE OR TWO GENTLE-ment wanted at once to sell Life and Accident Insurance. Write to D. Sankey, Lib-eral terms, freight paid, credit given. Outfit free. Write to-day. P. W. ZIEGLER & CO., 25 Locust St., Philadelphia. Jals-11

WANTED—BOARDERS AND TABLE BOARDERS at No. 72 York Place; nice front rooms on first floor; other desirable rooms; further information apply to MRS. THORNTON, 72 York Place, city. Jals-11

WANTED—MAN AND WIFE FOR room and board; also table boarders wanted. 33 HOLD ST., City. Jals-11

FOR RENT. R C RENT—4 ROOM HOUSE with one acre land in city; cheap rent. Apply to Mrs. Colley, Colley avenue and Lombard's Point Road. Jals-11

LARGE AND SMALL NEATLY FUR-nished rooms; 241 CHURCH STREET. Jals-11

FOR RENT—DESIRABLE RESI-dence. No. 4 Hamilton avenue, Ghent. Modern improvements; possession Janu-ary 1st. Apply to C. COUGHER, 103 N. 2nd street. Jals-11

FOR RENT—A Free Trip to Paris! A full and complete information and a trip to the Paris Exposition with good salary and expenses paid, should write to THE EXHIBIT RECORD, Baltimore, Md. Jals-11

ADIES! Use Cliecher's English Pennyroyal Pills. Buy of your Druggist, or send stamp for partic-ulars. Cliecher's, 101 N. 2nd street, Phila-de-lphia. Jals-11

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BUSINESS PERSONAL.

FORTUNES FOR INVESTORS IN Century Oil Stock: listed on Oil Ex-change; \$1.20 share. CENTURY, 220 Cal-ifornia street, San Francisco, Cal. Jals-11

HELP WANTED--MALE. MEN AND WOMEN TO APPOINT agents; \$5 monthly; expenses; steady positions. BUTLER & ALGER, New Ha-ven, Conn. Jals-11

SIO A DAY EASILY MADE TAK-ing orders for "LIFE OF CLAY" and "LIFE OF LINCOLN." Apply to W. W. STAND-ARD PUBLISHING CO., 41 N. Sixth street, Philadelphia, Pa. Jals-11

FOR SALE. FOR SALE—SHELLS, AT FEUER-STEIN & CO., Oyster Packers, foot of Commerce street. Jals-2w

FOR SALE—ONE WORTHINGTON Duplex Steam Pump; brass plungers and brass valves for hot water boiler; new piston pins and plungers. S. HART, Portsmouth, Va. Jals-21

MADAM SNELL NEWMAN HAS NO equal as Clairvoyant and Spiritual Medium. Call and be convinced of her wonderful powers. Consultation daily at her office, 25 Church street. Jals-1w

HAT MACKEREL, NEW SHORE Hatter, 101 N. 2nd street, Philadelphia. Jals-11

ADIES, HAVE YOUR HAIR SHAM-pooed with Golden Bark. It removes dandruff. It makes the hair curly, giving it that beautiful, soft shade of yellow appearance, so much desired by ladies. Mme GATES' Shampooing, Manicuring, Hair Dyeing Parlors, over 5 and 10c. Store, Main street, Norfolk. Jals-11

BUREAU FOR EMPLOYMENT AND LABOR, 58 Main street, up stairs, second floor. Salaries, Salesmen, Cashiers, Typewriters, Stenogra-phi, Collectors, Firemen, Engineers, Porters, in fact, all kinds of help. We ask the co-operation of the community. HELP is furnished FREE. Give us your wants; we will supply you, and serve only first-class help. Jals-11

MORE GREY HAIR! MME. GATES has a preparation that will change grey hair to its original color in a short time or money refunded. It is not a dye, and will step hair falling out. THE RE-MADE HAIR FALLORS, over 5 and 10c. Store, Main street, Norfolk. Jals-11

CUT THIS OUT AND PRESENT IT at our gallery within the next ten days and we will make your photograph for half-price. JANUARY 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31. Jals-11

PIANO TUNING, ACTION AND CASE WORK. C. S. Marble's address, 101 N. 2nd street, city. Jals-11

OPHINE OPIUM, LAUDANUM, Cocaine Habit: myself cured, will in-form you of harmless, permanent homo cure. MRS. BALDWIN, 101 N. 2nd street, city. Jals-11

I HAVE FOUND A POSITIVE CURE for drunkenness. Can be given se-cretly. Will gladly tell you what it is. Don't send money. Mrs. MARY HAW-KINS, Lock Box L. G. 131, Grand Rapids, Mich. Jals-11

PROFITS IN STOCKS, WHEAT AND Cotton. Mackey's Modern Method. Make Money. Write for our free book. C. E. MACKAY & CO., 29 Broadway, New York. Jals-11

MME. GATES, PRACITCAL WID-ow maker; manufacturer of Hair Chains, Combs made into beautiful Bangs, Front Pieces, etc., at very moder-ate prices. Combs bought. Mrs. GATES, Reliable Hair Worker, 333 Main street, over 5 and 10c. store. Jals-11

REMOVAL NOTICE—I HAVE RE-moved from room No. 312 to No. 201, 101 N. 2nd street, city. HUGH G. MILLER. Jals-11

ADIES, IS YOUR MAIR FALLING out or turning gray? Have you any disease of the scalp? Mme. GATES will advise you. Free of charge. RELI-ABLE HAIR PARLORS, over 5 and 10c. store, Main street, Norfolk, Va. Jals-11

WE HAVE JUST RECEIVED OUR new funeral car and casket wagon, both of the latest design, and persons needing our services will do well to call on us and get prices. J. L. MORRIS & CO., 627 Church street. New phone 1155. Jals-11

DR. HATMON, the only Oculist in the city, examines eyes, free. A large stock of Artificial Eyes. 253 MAIN STREET. Jals-11

NORFOLK DYEING, CLEANING AND Repairing Co.—Ladies' Suits cleaned; Gents' Suits dyed, \$2.00, cleaned and pressed, 75c. pants pressed 10c. car-ets and coats cleaned. New Phone 201. 253 MAIN STREET. Jals-11

ADIES NEEDING TREATMENT for irregularities, Leucorrhoea, or other Ovarian Troubles consult DR. JACKSON, 112 W. Mulberry street, Bal-timore, Md. Private sanitarium; trained nurses. Jals-11

ADIES, YOUR HAIR! GREAT CARE should be used with whom you cut your hair. Cheap work and poor material is dear in the end. For reliable work and first-class goods at low prices, see you in the parlors of MME. GATES, (ten years at one address) over the 5 and 10c. Store, Norfolk. Jals-11

PIANOS TUNED—WE EMPLOY AN Expert Tuner. It will pay you to have your piano tuned by such a work-man. Orders by mail given prompt atten-tion. STIEFF NEW WAREROOMS No. 66 Granby street. Jals-11

\$20,000 TO LEND—NA-tional Building Asso-ciation of Baltimore. Apply to W. W. SALE, Attorney, Room 33 Lowenberg Building, Norfolk, Va. Jals-11

MONEY TO LOAN IN ANY amount; no delay; eas-ily terms. LEO JUDSON, Academy of Music building. Jals-11

\$25,000 TO LEND ON THE Building and Loan As-sociation plan. W. H. SARGENT, Jr., Room 24 Lowenberg Building, Norfolk, Va. Jals-11

MONEY TO LOAN ON REAL estate; easy monthly payments. Loans made promptly. FRANK H. GALE, 310 Main street. Jals-11

MONEY Ready; NO WAITING for quick loans on household furniture, jewelry, etc. Liberal advances on salaries, rents, annuities, es-tates and permanent incomes. Interviews strictly private and all transactions con-fidential. NORFOLK MORT-GAGE LOAN COMPANY, W. H. HOL-heimer, new No. 31 Main street, Moritz Office Building, suite 5, 6 and 7. Jals-11

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OUR EXPORT TRADE

Directors Board of Trade and Busi-ness Men's Association

In Session Last Night with Mr. C. A. Green, of the Philadelphia Com-mercial Museum—Resolution of Endorsement Asking Aid of Con-gress.

A special meeting of the Board of Directors of the Board of Trade and Business Men's Association was held last night for the purpose of holding a conference with Mr. C. A. Green, as-sistant chief of the Bureau of Infor-mation of the Philadelphia Commercial Museum. Nearly the entire member-ship of the board was present and Col. H. C. Hudgins presided over the meet-ing.

Mr. Green spoke at length on the im-portant undertaking that has for its purpose the extension of foreign ex-ports of American manufactured prod-ucts. He explained clearly the ob-jects, methods and benefits of the Museum, and his special object was to enlist the hearty and active support of the Board of Trade and Business Men's Association for the Museum.

APPROPRIATION NEEDED. He called special attention to the bill introduced by Mr. Bingham provid-ing for an appropriation of \$200,000 to fur-ther the work of the Museum. This bill is as follows:

To provide for adding to and complet-ing specimens and productions, both natural and manufactured, of the United States and of foreign coun-tries, to be exhibited in the Phila-delphia Museums for the purpose of increasing the trade of the United States.

Whereas, there has lately been suc-cessfully held in the city of Philadel-phia the first National Export Exposi-tion occurring in the United States; and

Whereas, it is expedient that the col-lections of the productions and the manufactured goods of the United States and other countries now in charge of said Museums should be made full and complete, in order that the greatest national benefit in respect of foreign trade may be effected; there-fore,

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assem-bled, That the sum of two hundred thousand dollars be, and is hereby, ap-propriated out of any money in the Treasury not otherwise appropriated, to the Philadelphia Museums, for the purpose of completing the collection from foreign markets of samples of merchandise of the character in favor and demand therein, and of illustrating the manner in which merchandise for such markets should be prepared and packed, together with necessary busi-ness data concerning said samples and trade conditions abroad as will be of the most benefit to American man-ufacturers, merchants and producers, and to aid and assist them in extending their trade with and in opening new markets in foreign countries; Provi-ded, that the material so collected, to-gether with all data that the bureau of information of the Philadelphia Mus-eum may obtain from its various for-eign agents and from other sources, shall be distributed free to boards of trade, chambers of commerce and other similar organizations throughout the United States, for the information of the American people in respect of the subject.

The objects so collected shall be de-positied with and in charge of the said Philadelphia Museums, subject to free exhibition therein under proper rules and regulations for their safe-keeping.

RESOLUTION OF SUPPORT. The following resolution was then passed by the board:

Whereas, the Congress of the United States has appropriated by Public Act No. 4, approved December 21, 1898, the sum of \$200,000 for a collection from foreign markets of samples of goods made abroad, which are sold in the open markets of the world in competition with those of American manufacture; and

Whereas, this initial collection of for-eign samples is kept perpetually on free exhibition, under the auspices of the Philadelphia Museum, in the city of Philadelphia, to the great advantage and benefit of American manufacturers and producers; and

Whereas, there has been introduced into Congress a bill for an appropriation of \$200,000 to the Philadelphia Mus-eum for the purpose of completing the collection from foreign markets of sam-ples of merchandise of the character in favor and demand therein, and of illustrating the manner in which mer-chandise for such markets should be prepared and packed, together with necessary business data concerning said samples and trade conditions abroad as will be of the most benefit to American man-ufacturers, merchants and producers, and to aid and assist them in extending their trade with and in opening new markets in foreign coun-tries; therefore, be it

Resolved, That the Board of Trade and Business Men's Association thoroughly and fully endorses the plan, work and beneficial results accomplish-ed by the Philadelphia Commercial Museum, and urges its representatives and members in the Congress to sup-port Bill H. R. 887 and Senate No. 417.

Resolved, further, That a copy of this resolution be transmitted to each mem-ber of the New England delegation in Congress, and to Dr. W. P. Wilson, director of the Philadelphia Commer-cial Museum.

ITS ADVANTAGES. Mr. Green reached Norfolk Friday night and will leave to-day for Wash-ington via Lynchburg. At Washington he will attend a meeting of the Na-tional Board of Trade and then return

to the South in the interests of the proposed appropriation. He has re-cently returned to the United States after a tour of fifteen months through China, Japan, the straits settlements, Java, Australia and other foreign lands, whither he went in the interest of American exports.

The objects and methods of the Phila-delphia Commercial Museum, which is not only a national, but an interna-tional organization, have been explained from time to time in the Virginian-Pilot.

NORFOLK'S REPRESENTATIVES. The Advisory Board of the Museum is made up of delegates from the leading boards of trade and chambers of com-merce of America and foreign nations. Norfolk's Board of Trade is represented on this Advisory Board by Messrs. E. E. Dawes, S. L. Foster and Walter Sharpe.

HIS PINK TEA. A NORFOLK GENTLEMAN FINDS MUCH TROUBLE AND SOME KNOWLEDGE.

For some years past "pink teas" have been popular with the ladies, and it seems that the "pink tea" idea is spreading to the sterner sex. Than Mr. Peter Epes there is, perhaps, no more popular young gentleman in Norfolk, so, when a dozen of his male friends received invitations to attend a "pink tea" at his boudoir, at No. 16 Ran-dolph street, Friday night, they re-sponded to the fullest pleasures of an-ticipation, knowing that they were "up against the real thing now."

"Now," reasoned Mr. Epes, "I'll have to go out and get a few friends of 'pink tea.' So he went to his grocer, who had been put into the matter, and asked for pink tea. The grocer said he was just out, and advised him to go to another certain store. This store was at once notified, and awaited Mr. E's coming. The grocer said that the demand was so light that he had run out of pink tea, but perhaps Mr. Se-der and So had some. Mr. So-and-So heard of the pink tea quest in good time from private sources, and he was "just out of it," but advised application to an-other certain store. This store had "just sold out its last pound of pink tea, and didn't know who had any on hand."

As Mr. E. left the store he soon passed a Chinese laundry, where teas are kept in stock. Then he took fresh courage, went in and asked Wan Lung for two pounds of pink tea. Said Wan Lung: "Pink tea! No got pink tea; got green tea, English breakfast and Oolong—no pink tea."

As this was to be a "pink tea" green tea was manifestly out of the question, and English breakfast and Oolong did not seem to be just the thing. Then Mr. E. started over that "no pink tea" and something about fully and copiously explained the technical meaning of pink teas, and that the tea used was really not pink tea in color, but any brand was all right.

It is understood that several brands of "tea," ready prepared and neatly bot-tled, were at once purchased.

The "pink tea" was a success in every respect. The refreshments were unex-pected, and music and singing sur-passed and the competition of the quar-tette laughable in the extreme. In this the capital prize, a beautiful hobby horse, went to Mr. William R. Langley. The booby prize, a pair of silk and hands, went to Mr. W. L. Baker. One of the most enjoyable features of the evening were the fine solos of Mr. Har-vey Daughtry, the well-known tenor.

Young People's Day. The following letter went out last week from B. Y. P. U. headquarters, in Richmond, to the pastors of the States:

"Dear Brother—The Baptist Young People's Union of Virginia respectfully request the churches of the State to observe Sunday, January 21st, as a special day of prayer for the increased spirituality of the Baptist young people of Virginia, and their stimulation in Christian service, and also ask each pastor to preach on the day mentioned a special sermon to the young people."

"Our organization will hold its sev-enth annual convention at Roanoke, February 21st and 22d. These gather-ings have been of great educational value and a source of inspiration to the young people of Virginia. We sincerely hope that you will be present at the convention, and will urge your young people to attend. Fraternally,

"JOHN GARLAND POLLARD, "President."

Will Give a Reception. There will be a reception given by the Young Girls' Society of the Free-mason Street Baptist Church in the lecture-room Monday night, January 22d, from 8 to 11 o'clock, to which the public is cordially invited.

TO CURE A COLD IN ONE DAY. Take Laxative Bromo Quinine Tablets. All druggists advise this remedy if it fails to cure. E. W. Grove's signature is on each box. 25c.

Supurb Pianos. We have just received another car-load of those superb CHASE BROS. and HACKLEY Pianos from the Chase-Hackley Piano Co.'s Factory, Muskegon, Mich., which for touch, tone, fine case work and durability are ex-celled by none, and equalled by only a few of the fine pianos now on the market. Call on our Piano Par-lors, NO. 62 BANK STREET, make your selection and have it sent home. Your family will bless you and your neighbors will congratulate you for your wisdom.

Y. C. YARBROUGH, Factory Agent, No. 62 Bank St., City. So. States' Phone, 824. Jals-21

The Long Distance Telephone rates to Baltimore and Washington are now on a three minute basis; \$1.50 for three minutes' conversation to Baltimore; \$1.25 for three minutes' conversation to Washington. Jals-21

February 1st being the time for our annual stock-taking, we shall until then offer some rare bargains in fine diamonds and watches.

THE GALE JEWELRY CO.

WITH THE COURTS.

What Was Done in the Tribunals of Justice Yesterday.

Appointment of Church Trustees Confirmed—Property Transfers—Matters Adjudicated in the U. S. Court—Reese Manufacturing Com-pany—The Police Court.

Defendants' motion for a new trial was overruled in the case of Lamb & Bro., of Baltimore, vs. the Union Brokerage Company, by Judge Martin in the Court of Law and Chancery yesterday. Lamb & Bro., through R. W. Shultice, their attorney, claimed at the trial of the case that R. O. and G. F. Nottingham were partners in the jobbing business with J. R. Murphy, under the firm name of the Union Brokerage Co. Messrs. Nottingham contended otherwise, claiming that they were partners with Murphy only in the brokerage business, and therefore not responsible for the debts contracted in the jobbing business conducted by him. The jury found for the plaintiffs and its verdict was sustained by the court. By this decision Messrs. Nottingham became responsible for debts aggregating about \$4,200, it is said. Only \$300 was in-volved in the case decided. There are a number of other suits pending.

NEW CHURCH TRUSTEES. Judge Hanchel, of the Corporation Court yesterday appointed three trustees for Spurgeon Memorial Baptist Church, as follows: W. L. Bristow, vice J. W. Whitehurst, deceased; John T. Guess, vice N. T. Bailey, resigned, and G. M. Baker, vice H. S. Jarvis, resigned.

PROPERTY TRANSFERS. Deeds were recorded in the clerk's office yesterday transferring real estate as follows:

George McIntosh and wife to Edward Spalding, lot on Queen street, \$735.

A. R. Powell to Thomas H. Smith, lot fronting 25 feet on the east side of Dewey avenue, \$701.

Hattie L. Land et als. to Caroline Grace Nye and children, their interest in a lot fronting 30 feet on the easterly side of Claiborne avenue, 50 feet north of Reeves avenue, \$510.

Richard Fogarty to Roberta L. Hud-gins, lot fronting 20 feet on the west side of Kelly avenue, \$800.

Josephine Drinkwater to J. W. Bonney, lot with improvements fronting 61 feet 9 inches on the east side of Malby avenue, 120 feet from Highland avenue, \$2200.

YESTERDAY was a dull day in the Police Court. The books showed that there were nineteen cases to dispose of, and out of this number fifteen were dismissed. No familiar faces were ob-served in the audience. The net re-ceipts for the day was \$4, collected from three drunks, who were fined \$1 and costs each.